find and marry their perfect mates. Young women find it a help in judging their boy friends (and the opposite is also true).

In one instance, the Mental Earphone revealed the culprits in an office plot to the man who was being victimized by their scheming. In another case, the Mental Earphone revealed the exact location of a child who was locked in a department store after closing time by accident, and who was pleading for help.

Your Mental Earphone can reveal business plans and opportunities long before they are announced. Many a low-paid worker has risen to wealth simply by "tuning in" on the minds of his bosses and superiors with Telecult Power. Taking an example from my own personal experience, I was able to double my salary and get rapid promotions with practically no effort at all, simply by tuning in on my bosses' minds, finding out what needed to be done—as well as *how* to do it—long before anything was mentioned. In this manner, it *seemed* that I was smarter and harder working than those around me, when actually I was not. And so I was praised and rewarded.

HOW TO MAKE MONEY EASILY WITH YOUR MENTAL EARPHONE

I know real estate salesmen, department store clerks, gas station attendants, even Fuller-Brush men who have doubled, tripled and quadrupled their salaries—and in some instances, have even become partners with their bosses, or have eventually taken over the business—with this Mental Earphone.

I know many small shopkeepers, for example, who, by using this power to "tune in" on the minds of customers, have been able to stock up on fast-moving products and sell them at a great rate; who, by reading people's minds, have been able to find out what they like to talk about, what moods they are in, so that these people come back time after time—*and bring their friends*—simply because they like these shopkeepers, who always seem to know how to please them. As a result, what was

a small, hole-in-the-wall, shoestring operation, rapidly blossomed into a large, thriving business—in every single case.

YOUR POT OF GOLD

Even more startling, it is possible for anyone, using the Mental Earphone, to "tune in" on the Mass Mind (the minds of thousands of people at once), through Deep Relaxation, to discover gold-mine opportunities: single, small desires—such as a way of saving time or money when shopping, a desire for a new fad which is rising up in people's minds (like the comeback of an old style of clothing or entertainment, or a status symbol that is striking many people's fancy)—and many other desires which, if shared by enough people, need only be offered to them by *you* to make you a fortune.

To tap the Mass Mind for such information, all you need do is follow the procedure for Deep Relaxation given in this chapter, *willing* beforehand that your mind will be attuned to the general desires of the mass of humanity around you. The strongest impressions you receive, those that arise time and again during your Deep Relaxation sessions, are the ones that will be the news of tomorrow! Money-making ideas that you can cash in on *now* by planning your strategy, by finding a way to provide the product or service cheaply, by stocking up on an item (if it is already in existence) *now*, while you may still do so cheaply before there is a run on the market for it!

HOW TO MAKE MONEY WITHOUT WORKING

Fortunes have been made on the stock market with this technique. You might discover a mass desire, for example, like the "sudden" rush to buy compact cars a few years ago; then buy stock in a car company while the price is low. I know a man who regularly makes thousands of dollars a week this way, without lifting a finger! Another who built a retirement fund